

Federal Biobased Products Preferred Procurement Program (FB4P) Process for Industry Investigation

Designation Item

This section details the item that has been investigated for designation in the FB4P.

Item Investigated: Hand Cleaners / Sanitizers

Item Description: Hand cleaners and sanitizers represent that group of personal care products formulated for use in cleaning and sanitizing human hands. Products in this item are typically utilized with or without water and are used to remove a variety of different soils, greases, and bacteria. These products significantly reduce the potential for transmitting harmful bacteria. Biobased hand cleaners and sanitizers are typically formulated from natural corn, soy, or citrus-based feed stocks and contain little to no hazardous ingredients.

Industry Investigation

There are four main sources of information used to gather data about items for designation. These include Internet search engines, the Thomas Register, industry associations, and biobased industry contacts. Each of these sources provides different results. The Internet search engines and the Thomas Register provide many results when a keyword is entered. However, when investigating products through the industry associations and biobased industry contacts, the results tend to be product or company specific. A lengthy, but thorough list of biobased companies which product the designation item can be developed best by utilizing all four information sources.

Internet Search Engines

When searching the Internet, each search engine utilizes a different algorithm to find related topics. To maximize results and ensure correct data, keywords are entered into several search engines. Primary search engines include Google, Yahoo, WebCrawler and Meta Crawler.

Search Engine	Keywords	Results
Google	Hand Cleaners Hand Sanitizers Germ Killers Hand Soap	www.timberwolfhandcleaner.com www.prosoap.com www.purell.com www.homehealthdelivery.com www.drgreene.com
Yahoo	See Previous	www.gent-l-kleen.com www.meangreen.com www.puretouchskincare.com www.probuy.net
Vivisimo	See Previous	www.goophandcleaner.com www.gojo.com www.joeshandcleaner.com www.harmonybrands.com

Thomas Register

The Thomas Register, a free web service found at <http://www.thomasregister.com/>, provides a database of over 173,000 companies that can be searched by company name, product name or keyword. Each result contains contact information and may also include other useful information such as a product catalog.

Keyword	Results
Hand Cleaner	www.kcprofessional.com www.permatex.com www.wirthco.com www.manoproducts.com Ellsworth Adhesives
Hand Sanitizer	www.ufwipes.com Kleen Products Inc. Onox Inc.
Hand Soap	www.nationalwiper.com www.masscoinc.com www.raani.com
Cleaners: Waterless Hand	www.nicepak.com www.towelettes.com www.kor-chem.com

Industry Associations

Industry associations provide a good source to identify potential manufacturers, determine additional keywords for internet searches, and provide general descriptions of products within an item. Many associations maintain official websites with lists of member organizations and in some cases catalogs of available products.

Association Investigated / Contacted	Results
Biobased Manufacturers Association United Soybean Board National Corn Growers Association Federal Emergency Management Agency Centers for Disease Control and Prevention National Consumers League National Association of School Nurses Hand Hygiene Resource Center National Association of Professional Cleaners Hospitals for a Healthy Environment	www.gemtek.com www.vertecbiosolvents.com www.vindotco.com www.restoreproducts.com www.citrusmagic.com www.floridachemical.com

Biobased Company Contacts

Company contacts come as a result of interaction with government officials, researchers, and industry representatives. FB4P staff follow-up on personal referrals or potential leads to possible biobased products.

Company	Contact Person	Results
B4 Ventures	Dave Jansen	General Purpose Liquid Hand Soap Pumice Hand Soap Antibacterial Hand Soap Moisturizing Hand Soap Foaming Hand Soap Avant Advanced Instant Hand Sanitizer

		Avant EX Instant Hand Sanitizer Avant Original Instant Hand Sanitizer
SoyClean	Rusty Clayton	Natural Soy Bio-Clean
Franmar Chemical	Dan Brown	Soy Scrub
Vin-Dotco	Jack Vlasbom	Really Works Original Heavy Duty Citrus Hand Cleaner Really Works Original Gel Hand Cleaner Really Works Pro Cream Hand Cleaner

Conclusion

The results from the four information sources indicate that over 36 manufacturing companies in the United States are currently producing Hand Cleaners and Sanitizers that may be considered for inclusion in the Federal Biobased Products Preferred Procurement Program.